

Message Text

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PAGE 01 PEKING 00156 300356Z

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ACTION EB-07

INFO OCT-01 EA-06 ISO-00 AGR-05 CIAE-00 COME-00 INR-07

LAB-04 NSAE-00 RSC-01 SP-02 STR-01 TRSE-00 CIEP-01

FRB-03 OMB-01 L-02 SS-15 NSC-05 /061 W

----- 089338

R 300333Z JAN 75

FM USLO PEKING

TO SECSTATE WASHDC 3156

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD EEWT ECEM CH US

SUBJECT: PLANNED PRC TEXTILE MISSION TO US

REF: HONG KONG 1018

SUMMARY. USLO OFFICER HAS MET THREE OF THE FIVE MEMBERS OF THE PLANNED PRC TEXTILE MISSION TO THE US. THEY HOPE TO LEAVE IN FEBRUARY AND STAY IN THE US FOR MORE THAN A MONTH. WHILE THE MISSION IS PRC EXPORT ORIENTED, THE NATIONAL COUNCIL FOR US-CHINA TRADE, WHICH IS HANDLING ARRANGEMENTS IN THE US, MAY WISH TO PROPOSE THAT IT BE BROADENED TO INCLUDE A LOOK AT THE US COTTON INDUSTRY. SOME BIO INFORMATION ON THE THREE DELEGATION MEMBERS IS GIVEN BELOW. END SUMMARY.

1. AT DINNER JANUARY 28 HOSTED BY VISITING AMERICAN BUSINESSMAN (A. A. BLUM OF BLUM INTERNATIONAL OF L. A.), USLO OFFICER MET THREE OF THE FIVE MEMBERS OF THE PLANNED PRC TEXTILE MISSION TO THE US. THEY WERE MADAME HAN FANG-YU (7281/5364/1342) DEPUTY GENERAL MANAGER OF THE CHINA NATIONAL TEXTILES IMPORT AND EXPORT CORPORATION (CHINATEX), WANG MING-SHENG (3769/2494/3932) WHO IS APPARENTLY MANAGER OF THE CHINATEX SILK DEPARTMENT, AND

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PAGE 02 PEKING 00156 300356Z

HUANG CHIEN-MO (7806/1696/6206) AN INTERPRETER WHO

APPEARS ALSO TO HAVE IMPORTANT SUBSTANTIVE RESPONSIBILITIES IN CHINATEX REGARDING EXPORT OF TEXTILES TO THE US AND CANADA. THEY DID NOT IDENTIFY THE OTHER TWO MEMBERS OF THE PLANNED MISSION.

2. ALL THREE WERE OBVIOUSLY PLEASED ABOUT THE DECISION TO SEND A MISSION. MADAME HAN, WHO WILL APPARENTLY BE THE SENIOR MEMBER OF THE MISSION, SAID THEY EXPECT TO LEAVE IN MID-FEBRUARY AND SPEND MORE THAN A MONTH IN THE US. SHE SAID THE MAIN PURPOSE WILL BE TO LEARN MORE ABOUT THE US TEXTILE MARKET. SHE ADDED THAT THEY PLAN TO SEE MANY OF THE AMERICAN "FRIENDS" WITH WHOM THEY HAVE BEEN DOING BUSINESS SINCE THE SHANGHAI COMMUNIQUE AND WHO HAVE URGED THE CHINESE TO VISIT THE US. HUANG CHIEN-MO ALSO CONFIRMED TO USLO OFFICER THAT THE NCUSCT HAS BEEN ASKED TO MAKE ARRANGEMENTS FOR THE MISSION IN THE US.

3. WHILE THE MISSION APPARENTLY IS PRIMARILY EXPORT ORIENTED, ITS PLANNED VISIT TO MONSANTO (REFTEL) INDICATES THAT IT IS NOT EXCLUSIVELY SO. CHINA TEXT BUYS ACRILIC FIBERS FROM MONSANTO, AND PRC TEXTILE OFFICIALS WERE INVOLVED IN PRELIMINARY DISCUSSIONS WHICH MONSANTO HAD HERE IN 1973 REGARDING THE POSSIBLE SALE OF A SYNTHETIC FIBER COMPLEX. CHINATEX IS ALSO RESPONSIBLE FOR PRC IMPORTS OF COTTON, AND IF NOT ALREADY CONSIDERED, THE NCUSCT MAY WISH TO PROPOSE THAT THE MISSION BE EXPANDED TO INCLUDE LOOK AT US COTTON EXPORT INDUSTRY. US ORGANIZATIONS (SUCH AS COTTON COUNCIL INTERNATIONAL) AND FIRMS INVOLVED IN EXPORTING COTTON TO PRC HAVE BEEN VERY INTERESTED IN HAVING PRC DELEGATION VISIT FACILITIES IN THE US, BUT SO FAR FOUND THE CHINESE UNRESPONSIVE. WE DO NOT KNOW IF THE CHINESE WILL ACCEPT THE IDEA OF A BROADENED MISSION, BUT WE SEE NO HARM IN SUGGESTING IT TO THEM.

4. BIO INFORMATION. MADAME IS ABOUT 55 YEARS OF AGE, FROM HOPEI PROVINCE, DOES NOT SPEAK ANY ENGLISH. USLO OFFICERS HAVE FOUND HER VERY STRAIGHTFORWARD AND FRANK IN THE FEW CONVERSATIONS WE HAVE HAD WITH HER. WE MET WANG MING-SHENG ONLY ONCE; HE TALKED VERY LITTLE LIMITED OFFICIAL USE

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PAGE 03 PEKING 00156 300356Z

AND WE KNOW NOTHING ABOUT HIM. HUANG CHIEN-MO IS A SERIOUS BUT VERY AFFABLE MAN IN HIS MID-FORTIES, WHO OFTEN SERVES AS ENGLISH INTERPRETER IN MEETINGS WITH AMERICANS BUT WHO OBVIOUSLY HAS CONSIDERABLE AUTHORITY IN HIS OWN RIGHT. HIS ENGLISH IS EXCELLENT AND HE HAS MANY FRIENDS AMONG AMERICANS WHO HAVE BEEN TO THE CANTON FAIR. HE VISITED CANADA IN LATE 1973 WITH A PRC EXPORT DELEGATION. HIS

INCLUSION IN THE PROPOSED MISSION TO THE US, WE BELIEVE,
AUGURS WELL FOR ITS SUCCESS.
HOLDRIDGE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TEXTILES, BIOGRAPHIC INFORMATION, TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 30 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975PEKING00156
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750033-1106
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975016/aaaaafit.tel
Line Count: 118
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 HONG KONG 1018
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 09 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 JUL 2003 by MartinML>; APPROVED <10 JUL 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PLANNED PRC TEXTILE MISSION TO US
TAGS: ETRD, EEWT, ECEM, CH, US, (HAN FANG-YU), (WANG MING-SHENG), (HUANG CHIEN-MO)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006